Manitoba

Annual Report 1986 - 87

Manitoba Industry, Trade and Technology

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Manitoba

Minister of
Industry, Trade
and Technology

Winnipeg, Manitoba, CANADA
R3C 0V8

His Honour George Johnson
Lieutenant-Governor of the Province of Manitoba
Winnipeg, Manitoba

May It Please Your Honor:

I have the pleasure of presenting the Annual Reports of the Department of Industry, Trade and Technology and its associated agency, the Manitoba Trading Corporation, for the fiscal year ended March 31, 1987. Another associated agency, the Manitoba Research Council, reports annually under separate cover.

The activities reported took place under the previous government, but I am assured in stating that this report is an accurate accounting of the activities and work accomplished for the year that ended March 31, 1987.

Respectfully submitted,

J.A. Ernst
Minister
Manitoba Industry, Trade and Technology

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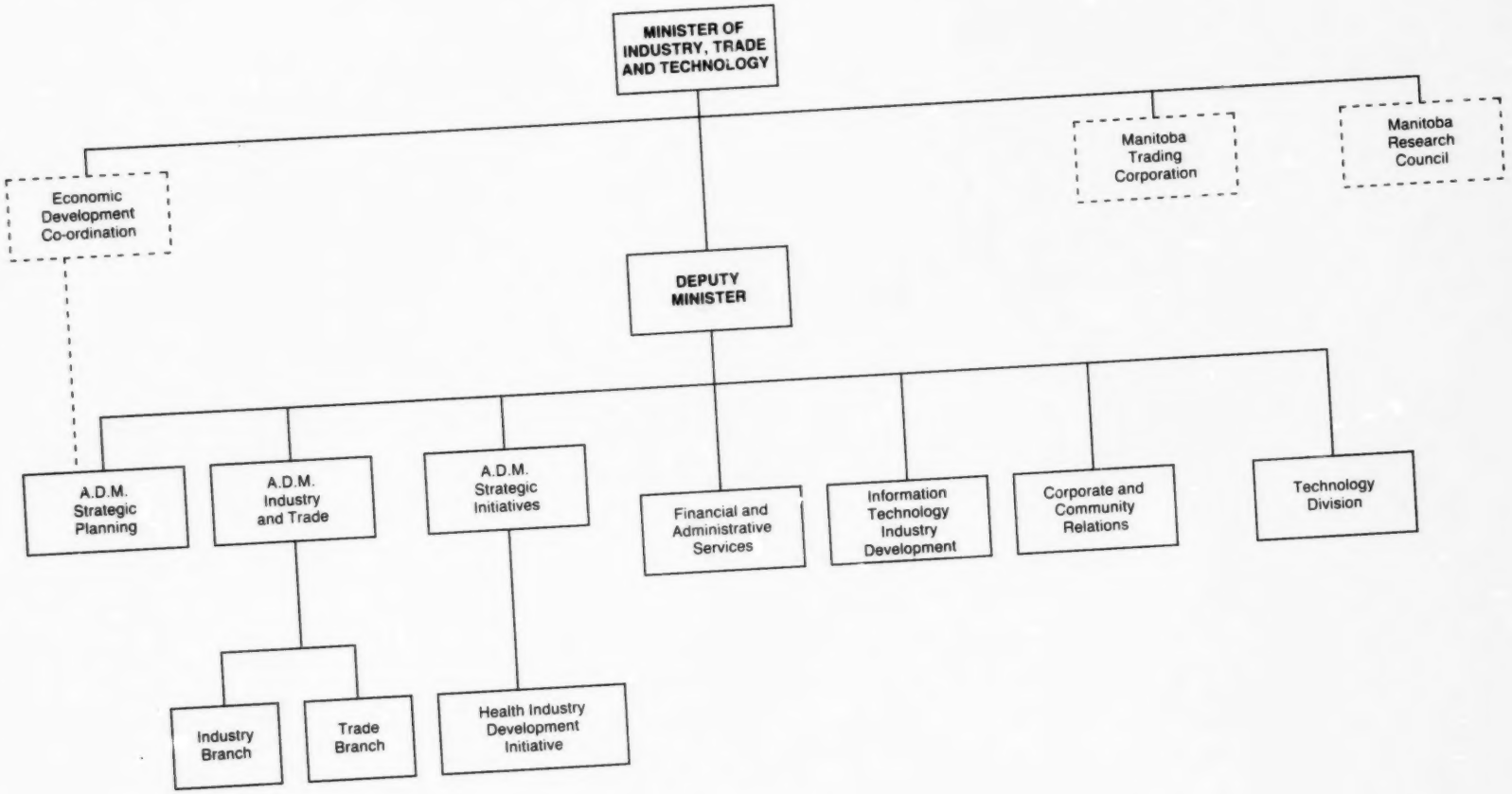
Organization Chart — Manitoba Industry, Trade and Technology

Reporting to the Minister of Industry, Trade and Technology
March 31, 1987



Department Introduction

Functions

1. Economic Development Co-ordination.
2. Manitoba Trading Corporation — established under authority of The Manitoba Trading Corporation Act to encourage, develop and increase Manitoba exports and trade.
3. Manitoba Research Council — established under authority of The Research Council Act to advise the Minister, recommend policies and administer selected programs to stimulate application of scientific and technical research to foster economic growth. (Tabled under separate cover).
4. Deputy Minister — advises the Minister on policy matters: establishes and maintains effective interagency liaison and communications with the private sector and institutions with respect to economic activities. Co-ordinates and manages the activities of the Department.
5. Assistant Deputy Minister, Strategic Planning — responsible to the Deputy Minister for matters relating to strategic planning, economic policy development, program evaluation and project appraisal; supports the Department in its role as "lead agency" responsible for economic development and in the co-ordination of economic research, and manages the Strategic Studies Program.
6. Assistant Deputy Minister, Industry and Trade — responsible to the Deputy Minister for matters relating to business development, trade and regional benefits from major capital projects.
7. Industry — manages the business development function aimed at creating new employment opportunities through encouraging and assisting the establishment and expansion of manufacturing and service industries and financial institutions in Manitoba.
8. Trade — manages the trade development and policy functions with the objective of creating employment opportunities through promotion of the sale of Manitoba goods and services in external markets. Also administers Buy Manitoba policy aimed at maximizing benefits from public purchasing activities.
9. Assistant Deputy Minister, Strategic Initiatives — responsible to the Deputy Minister for identification, pursuit and implementation of strategic initiatives in selected non-traditional sectors with broad public service characteristics; and negotiation with the Federal Government of long term multi-departmental support.
10. Health Industry Development Initiative — implements activities to develop the health industry sector in Manitoba through public effort and private investment; to create long term jobs, and improve the quality and productivity and reduce the cost of health care services.
11. Financial & Administrative Services — provides accounting, personnel management and other administrative requirements and central services to the Department.
12. Information Technology Industry Development — responsible to the Deputy Minister, provides direction for the development and implementation of selected business development and technology transfer initiatives related to information technology industries and applications. Responsible for overall management and direction of the Information Technology Program.
13. Corporate & Community Relations — the central department agency for dissemination of information internally within the Department and externally to the various publics.
14. Technology Division — promotes technological development in the Province by advising and assisting on matters related to science, research and development, engineering and technology; and planning, developing and delivering a range of technology-related initiatives. Acts as lead agent in department, governmental and intergovernmental matters related to science and technology.

Industry Branch

The objectives of the Industry Branch are to attract investment capital to Manitoba and assist major Manitoba companies (with over 50 employees) to expand their operations in order to maintain and create employment in the province. Industry Branch services can vary considerably from project to project.

Programs include working to attract U.S. and targeted off-shore companies to Manitoba, an entrepreneurial immigration plan to encourage business investment from Hong Kong and other countries, and the Development Agreement program of the Manitoba Jobs Fund.

The branch has continued to work closely with individual companies, business organizations and other levels of government to further develop the economy of Manitoba.

Activities

The Industry Branch has played a major or supportive role in the establishment of new plants and expansions to a number of existing operations. The table below lists branch assisted investment activity for Manitoba in 1986-87.

Activity	Jobs	Investment ($ million)
Establishment of new companies	110	$ 6.7
Expansion of existing firms	850	86.6
Work with firms in difficulty	1,842	10.0
Entrepreneurial immigration	111	4.4
TOTAL	2,913	$107.7

The attraction of out-of-province capital investment is a priority. The initiative to gain U.S. investment with particular emphasis on Minneapolis and Chicago has been expanded to include a call program in California, Colorado, Wisconsin and Ohio. Some important contacts have been established and as a result, U.S. companies are recognizing opportunities for sourcing in Manitoba. We are optimistic that investment will develop as a result of the branch's U.S. initiative.

Development Agreements

The branch concluded three development agreements with private companies resulting in investment of $55.4 million in Manitoba and the creation or retention of 815 jobs over the next five years.

Company Name	Jobs	Investment ($ million)
Carnation Foods	400	$37.9
Guertin Bros.	71	3.3
Palliser Furniture	344	14.2

Industry Sector Development

A significant level of staff resources was devoted to protect Manitoba's meat packing industry. In particular, negotiations were conducted with Canada Packers, Burns and East West Packers. Other sectors that received special emphasis included:

Aerospace — The branch worked closely with government and industry to secure the CF-18 contract for Bristol Aerospace. The branch continues to promote Manitoba's aerospace sector working closely with our existing firms. In addition, the province along with Manitoba aerospace firms participated in the Paris Air Show to contact potential investors.

Agricultural implements — The branch was involved in acquisition negotiations for Versatile's farm equipment business. The Ford New Holland purchase of Versatile was finalized during the year and production of farm tractors was expected to start in July 1987. Within five years, 1,200 jobs are to be retained.

Transportation equipment — Branch personnel have been actively seeking proposals for the Urban Bus Industry Development Subsidiary Agreement with the federal government. Several prospects could lead to R&D work in this industry; the major objective being to establish new related manufacturing jobs in Manitoba.

Other sectors that the branch actively promoted were garment manufacturing, chemicals, mining, construction materials, machining, electrical and electronic industries.

Hong Kong Office and Entrepreneurial Immigration

The Department's Hong Kong office was relocated to new office facilities within Richardson Greenshields' Hong Kong office. During the year, 27 Hong Kong and 30 other immigrants established businesses in Manitoba. For the year, investment totalled $3 million from Hong Kong and $2.4 million from other countries. These investments created 64 jobs in Manitoba.

Contract Offsets

Federal offset purchasing agreements were pursued with the objective of gaining investment for the province. Manitoba was awarded the CF-5 contract. Federal purchasing projects such as LLAD (Low Level Air Defense) and NSA (New Shipboard Aircraft Program) were also actively pursued. Other offset activities included working closely with Canadian General Electric regarding the Limestone turbine and generator contract awarded to the company.

Cost-Shared Studies

Twenty-two projects were funded through the branch's cost-shared study program. These all involved the private sector, and were primarily feasibility studies to evaluate investment opportunities. The government's cost was $115,000.

Seminars and Other Events

The branch participated in several industrial development conferences such as the Investment Opportunities Conference in Toronto and Miconex in Winnipeg.

The Department, along with the private sector, co-sponsored a corporate financing seminar held in Winnipeg in June 1986 at a cost to the government of $5,200. Two hundred companies attended. A Minister's mission to Hong Kong and China in November 1986 was organized to promote trade and investment opportunities.

The branch provided staffing and consulting assistance at the World Business Showcase, Expo '86. In total, staff met with 24,000 people during the 22 weeks of Expo. About 500 business visitors expressed an interest in Manitoba.

Trade Branch

The Trade Branch facilitates inter-provincial and international export sales by Manitoba manufacturing and service sector firms through counselling and cost-sharing assistance programs. Programs and activities are designed to promote increased exports of goods and services to domestic and international markets, thereby stimulating the creation and maintenance of employment in the Manitoba goods producing and service sectors. In addition, Trade Branch has a mandate to facilitate and maximize new industrial development opportunities arising from major project developments occurring in Manitoba and to ensure Manitoba suppliers are afforded maximum opportunity to obtain benefits from public purchasing activities.

The Trade Branch is organized on a sectoral basis with officers assigned to specific industry sectors backed by export services, trade research and policy resources.

Activities

Programs carried out in 1986-87 included the Trade Assistance Program providing cost-sharing support for individual companies participating in trade shows outside Manitoba or the organization and management of group participation by Manitoba firms in recognized international trade shows. Group sales or reconnaissance missions have been organized to promote manufacturing, professional engineering and consulting services capabilities. Half of the projects were new initiatives and the balance, a continuation of previously successful ventures with new participants. The major thrust remained to strengthen Manitoba's sales in Eastern and Western Canada and our largest trade partner, the U.S.A. A three-year initiative in Australia was successfully completed and emphasis is shifting to Europe and Pacific Rim markets.

Departmental policy is not to duplicate federal assistance programs. Consequently, in the U.S. and other markets, companies are first encouraged to make use of the federal PEMD program or to participate in the Canadian Pavilion at major shows. The Trade Branch has actively assisted in the recruitment of Manitoba companies for these programs.

Consulting assistance was provided on export market opportunities, marketing and distribution channels, export procedures such as pricing, financing, documentation, shipping rules and regulations and other related technical aspects in carrying out an export transaction. Export oriented seminars were organized and the trade section of the Department's Business Library was expanded. The export awards continued to create better export awareness, through public recognition of outstanding export performance on the part of Manitoba-based companies.

In recognition of Manitoba's perceived strengths in grain handling and storage capabilities, a major study was launched under the federal-provincial Economic and Regional Development Agreement (ERDA) to analyze and evaluate potential export markets and to recommend cost-effective marketing approaches to export grain handling and storage sector expertise and equipment.

An in-house study analyzed the agricultural equipment and component sector and provided guidelines for future sector support.

Trade Branch assisted in staffing the Manitoba exhibit in the World Business Showcase, at Expo '86 in Vancouver where potential marketing leads were gathered.

Trade policy and research activity increased with the start of Canada-U.S. Free Trade negotiations, U.S. protectionism legislation and the beginning of a new round of GATT negotiations. A GATT study tour of 28 persons from developing countries was hosted and briefed. Federal-provincial and inter-provincial meetings continued. The liability insurance issue was monitored and an international arbitration bill received departmental endorsement.

Results

Support and assistance activities of the Trade Branch resulted in total company-reported committed sales of $1.9 million and projected sales over a 12-month period of $21.4 million.

Eighty grants were provided to 63 companies to participate in 56 different trade shows on an individual basis, resulting in $1 million committed sales and $7 million in projected sales. Companies appointed 117 agents.

Seventy different companies were supported at 11 Manitoba group exhibits at major industry sector trade shows. Initiatives supported the agricultural machinery and component sector at four shows in Des Moines, Iowa; St. Louis, Missouri; Toronto, Ontario; and Kansas City, Missouri. Food products were successfully featured at one hospitality show in Toronto and two in Vancouver. Electronics hardware and software companies were supported at two shows in Ottawa and Montreal. Energy products and building materials were promoted in Edmonton and Minneapolis respectively.

Group show activities resulted in $600,000 committed sales and $12.1 million in projected sales. A total of 80 agents and distributors were appointed.

Manitoba manufacturers and the province's capabilities at large were promoted through information booths at eight additional domestic and international trade shows.

Manitoba export capabilities were further supported by sponsoring 79 companies on 12 missions. They included professional services orientation missions to international development lending agencies in Ottawa,

New York and Washington; agricultural machinery and components to the United States, Europe and Australia; aerospace to the United States and sporting goods to Minneapolis, Minnesota. A number of smaller incoming buying missions from the U.S.A., Thailand, Australia and the Maritimes were also hosted.

Information booths and mission activities are of a general promotional and investigative nature with longer term objectives. However, directly recordable sales of $200,000 and projected sales of $2.2 million have been reported by participants. Fifteen agents were appointed.

Joint advertising programs with agricultural equipment manufacturers continued in the form of an industry sector brochure and directory distributed at trade shows worldwide, as well as co-operative advertising in key trade publications. An agricultural equipment video tape has been extensively used at trade information booths as well as with foreign visitors.

Consultation was provided to 190 companies on trade development needs and 271 export services enquiries were handled. Increased logistical support was provided to group trade shows and missions, especially with shipment consolidation.

Although most consulting services cannot be directly linked to specific sales, identifiable sales influenced by such counselling were valued at $200,000.

Trade Branch organized or co-sponsored seven seminars which attracted 377 participants. Emphasis was placed on smaller groups with specific needs.

Trade Branch sponsored the third annual Manitoba Export Awards and honored the achievements of two exporters (Winpak Ltd. and Export Packers Company Ltd.).

Industrial Capabilities

The Industrial Capabilities office continued responsibility for the maximization of benefits to Manitoba businesses from the Limestone hydro-electric project. All contracts continue to be analyzed for possible Manitoba content potential.

The office produced four sourcing directories (Northern Manitoba Industries; Services; Manufacturing and Export).

Industrial Capabilities continues to work in various capacities related to Buy Manitoba and the overall issue of tendering policies and government procurement.

Health Industry Development Initiative

The objective of this strategic initiative is to develop the health industry in Manitoba by:

- Creating new economic development and permanent, high value employment opportunities.
- Facilitating improved quality health care services and containing related health expenditures.

The initiative is aimed at stimulating private investment and capturing economic benefits from public spending on health services, and achieving commercial growth through application of an important component of Manitoba's human resources. It focuses on the export of services as well as manufactured goods.

Activities

During 1986-87, 14 projects were initiated with investment of over $4 million and near-term employment totalling 140 jobs. The number of projects under consideration increased from 35 to 50, of which 15 were under negotiation at the end of the fiscal year.

Industrial Development

Industrial development efforts involved trips to Minneapolis, Montreal, Toronto, Ottawa and Israel. More than 100 company calls were made. These efforts, combined with work in other sectors, resulted in the initiation of 15 additional development projects. In addition, further discussions were conducted with Atomic Energy of Canada Limited to identify the potential for custom sterilization services for medical device manufacturers.

Extensive consultation continued with the health care community, the academic and private sectors, raising useful ideas and securing widespread support for the health initiative. Four major opportunity areas were advanced:

- Product development (import replacement)
- Technological opportunities (biotechnology, blood fractionation, virology)
- Emerging needs (aging, rehabilitation, community/home care)
- Information/communications (computer technology)

Product Development

Product development efforts were assisted by a task force of health institution purchasing managers. Over 20 product opportunites were explored. With the help of Manitoba Business Development and Tourism, local firms with potential interest in manufacturing were identified. The process of matching continued, and since 1985, 18 products were under consideration by Manitoba firms. Twelve product matches were finalized by year-end.

With the cooperation of three Manitoba hospitals and the Manitoba Health Services Commission, a collective purchase of three C.T. scanners resulted in the supplier committing to buy $3 million in components from Manitoba firms.

A catalogue of health care products made in the province was produced including 40 Manitoba firms. The branch assisted five firms participate in a health products trade show in St. Paul, Minnesota.

Technology Opportunities

Work was advanced on opportunities identified by a committee and working group of Manitoba's health research community. Efforts continued to maximize opportunities from new health science facilities such as the St. Boniface Hospital Research Foundation laboratory. Specific proposals were developed and advanced to the federal government, and federal support was confirmed for a Manitoba biotechnology firm. To this end, a health technology transfer and commercialization position at the University of Manitoba was created.

Emerging Health Needs

Opportunities were identified and focused on aging, rehabilitation and home care. A federal-provincial planning project was carried out to define the potential for establishing a product development and testing facility for the aging and rehabilitation market.

Information/Communications

Opportunities identified by both systems users and suppliers were explored through a federal-provincial opportunity development study for this segment. One manufacturer committed to the establishment of its national health systems competency centre in Manitoba. Further examinations of opportunities in the home care field were initiated.

Federal-Provincial Negotiations

Federal-provincial negotiations continued through a joint committee to explore opportunities in the health sector. Task forces appointed by the committee recommended opportunities in each of four opportunity niches. Federal-provincial planning projects in information/communications, aging and rehabilitation were carried out.

Recommendations of officials were considered by federal and provincial ministers, and the drafting of a federal-provincial agreement was initiated.

Technology Division

Technological development is viewed as a mechanism to achieve steady, stable growth and meet the employment and social development aspirations of Manitobans. To promote technological development, the Technology Division was established in 1985-86 as part of a departmental reorganization of the former Technology Branch and the Manitoba Research Council. The Technology Division consists of a small group of professional consultants and administrative staff. During 1986-87 the Technology Division offices were relocated and are now adjacent to those of the Industry and Trade Division.

Mission Statement

The mandate of the Technology Division is to further Manitoba's technology-based economic development by:

- provision of analytical, advisory and support services on matters relating to science, research and development, engineering and technology; and
- planning, development and delivery of a range of technology-related initiatives.

Objectives

Acts as lead agent in departmental, governmental and inter-governmental matters related to science and technology (planning, policy, programs and projects).

Assesses and advises on proposals and actions of governments, the private sector and others engaged in science, research and development, engineering and other technology-related activity.

Develops linkages, interaction, liaison and cooperation between groups involved in, and affected by, technological change. This activity may involve governments, business, labor and the educational community. In particular, it involves other provincial initiatives, such as the Information Technology Program and the Manitoba Research Council, through joint projects and the provision of assistance.

Plans, develops and, where appropriate, undertakes or delivers a range of assistance and support for technology-related activity in the province.

Activities

A. During 1986-87, the Technology Division continued to deliver several technology-related Jobs Fund initiatives: Technology Commercialization Program, Strategic Research Support Program, Graduate Scholarship Program and the Technology Discovery Program.

   - The Technology Commercialization Program offers assistance with new business development, investment and technology transfer. Over the two year period of operation to March 31, 1987, 1,064 enquiries have been recorded, 71 formal applications have been processed and 54 approvals granted. Administrative improvements and increased staff have allowed the program to meet the needs of applicants and clients in a more comprehensive and timely manner.

     During 1986-87, support continued for ongoing projects previously approved under the Strategic Research Support Program and for awards made under the Manitoba Graduate Scholarship Program. Since the program's inception, 29 awards have been made and over 160 employment positions created and retained by the Strategic Research Support Program. A total of 19 awards have been made by the Graduate Scholarship Program.

   - The Technology Discovery Program supported various science and technology-related seminars, studies and other activities including the People and Technology breakfast seminar series and the Technology Dialogue public forum series.

B. The Technology Division continued its planning and analysis of governmental efforts on science and technology, in addition to interacting with industry and academic groups. Particular activities included:

   - Support, organization and participation in a review of Western Canadian innovation policies undertaken by the Organization for Economic Cooperation and Development (OECD).
   - Support for the development of a computer-based inventory of commercially promising technologies from Manitoba universities and colleges.
   - A study on Manitoba needs and capabilities for quality assurance methods and technologies.

C. The Technology Division attended various meetings, conferences and events relating to science and technology and provided support, advice and recommendations on a variety of technology-related requests and issues. Examples include:

   - In cooperation with Ministry of State for Science and Technology, organizational support was provided for the National Science and Technology Policy Forum (Winnipeg, June 1986).
   - Manitoba input for the development of a National Science and Technology Policy. A national policy was signed by all governments and territories in March 1987.

- Science and technology database development, and coordination of Statistics Canada study of the scientific activities of the Manitoba Government.
- Financial support of science fairs held in various regions of the province.

D. The Technology Division continued to monitor, analyze, develop recommendations and provide input on federal-provincial issues related to science and technology. Examples included:

- Analysis and monitoring of federal science and technology developments and activities in Manitoba (e.g. NRC's Canadian Institute for Industrial Technology).
- Manitoba input to the federal Ministry of State for Science and Technology (MOSST) National Biotechnology Advisory Committee.
- Developed provincial inputs for consideration for possible Canada-Manitoba agreements on industrial development and science and technology.
- Monitoring and analysis of developments and plans on the emerging Canadian Space Plan with a view towards identifying potential impacts and benefits for Manitoba.

E. In support of its activities, the Technology Division continued to develop and maintain a network of contacts, linkages and cooperation with a wide variety of organizations. Staff participated directly in the science and technology-related activities of several other provincial programs and departments. Examples included:

- Support for the establishment of a Manitoba Association of Science and Technology.
- Membership on and involvement with the Manitoba Research Council, the Workplace Innovation Centre, the Standards Council of Canada, Miconex '86 and '87 Committees, the Manitoba Graduates in Business Program and lecturing in the University of Manitoba engineering program.

Information Technology Industry Development

Mission Statement

The Information Technology Industry Development Branch provides leadership and direction for the development and implementation of selected economic and technology transfer initiatives related to information technology industries and applications.

These initiatives are carried out through the Information Technology Program (InfoTech Manitoba), established by the Manitoba Jobs Fund in 1984. The program is housed in Canada's first joint industry-government resource centre.

Information Technology Program (InfoTech Manitoba)

The objectives of InfoTech Manitoba are to promote the expansion of an information technology industry in Manitoba, through a focused set of business development and technology transfer initiatives in the educational, office and public communications fields; to create long-term jobs and economic development benefits; and to provide Manitobans with support for a beneficial transition to the emerging technological and information society.

InfoTech provides a comprehensive array of support services organized in four component programs:

1. **Industry Development Program (IDP)** — Provides leadership in the development of business and markets for information technology industries through consultative and research support services.

Activities

In 1986-87, IDP supported 30 projects valued at $7.8 million in capital investment and created 541 jobs in information technology enterprises. These initiatives will generate over $35 million and 830 jobs by 1989.

The program supported 11 Manitoba companies at the Montreal International Software Market in May 1986. Company reported sales were valued at $1.2 million.

IDP also played an instrumental role in establishing the Manitoba Software Association, promoting the strengths and potential of Manitoba software developers. Seminars and conferences were sponsored in support of the software industry.

2. **Business Technology Program (BTP)** — Promotes awareness and the use of information technology by small and medium sized businesses, thereby increasing their effectiveness and competitiveness resulting in improved employment opportunities.

Activities

The Business Technology Program conducted 65 consulting projects with provincial businesses in 1986-87.

BTP also sponsored an open house, attended by 148 businesses, in conjunction with Small Business Week in October 1986.

BTP developed an information technology directory in 1986-87 which listed 150 information technology businesses in Manitoba, 75 of which were software developers. The Business Resource Centre is equipped with hardware and software donated by 27 companies and valued at $150,000.

3. **Educational Technology Program (ETP)** — A joint industry-government initiative to promote and support the implementation of educational technology in the K-12 school system while promoting the development of an educational courseware industry.

Activities

In 1986-87 the Educational Technology Program offered 258 courses, attended by 3,571 teachers in Manitoba. More than half of the participants were from rural school divisions. The ETP library was utilized by more than 400 teachers.

With the support of ETP, the Manitoba Computer Assisted Learning Consortium was expanded to develop and distribute Canadian content courseware products in the province and abroad through the employment of 14 educators.

In addition, the program has assisted two courseware development companies in introducing new products to the educational community.

As of March 31, 1987, 7,100 computers were in use in Manitoba schools, a 100 per cent increase since ETP's inception in 1984.

Master purchasing and licencing agreements negotiated with schools have resulted in savings of $1.4 million in software and courseware products since 1984.

In 1986-87, the Educational Technology Program developed a Manitoba Information Network, currently subscribed to by 210 schools. This communications system provides electronic correspondence and mail services to its subscribers.

4. **InfoTech Resource Centre** — A world-class resource facility operated through the contribution of public and private resources, to support technology transfer and technology development programs for access by educational and business organizations and others interested in advancing the application and development of information technology.

Activities

The Centre represents the focal point and vehicle by which the Manitoba Government has stimulated the information technology industry. The Centre's extensive use by educators, business and industry organizations and non-profit groups is testimony to the vitality and growth potential of information technologies in Manitoba.

Other Activities

The Information Technology Program (InfoTech Manitoba) continued to work closely with various provinicial and federal advisory boards with respect to information technology industrial development in 1986-87.

InfoTech Manitoba participates in the Manitoba-Canada ERDA Communications and Cultural Enterprises Technology Application Sub-Agreement to develop and formulate industry support programs. InfoTech ensures co-ordination with provincial programs such as the Technology Commercialization Program of the Manitoba Jobs Fund. This has resulted in the establishment and/or expansion of 20 Manitoba firms.

InfoTech participates in the Federal National Software Working Committee, dedicated to reviewing and monitoring the growth of the Canadian software industry.

Strategic Planning and Economic Development

The Strategic Planning Division provides planning support, policy analysis and related economic services to the Department, and through the Executive Branch, to the Planning and Priorities Committee of Cabinet. The Division plays a major role in support of the Department's responsibilities as lead agent in government for economic development policy and programming.

A. Policy Analysis and Policy Development

- Assisted in the development of provincial policy on trade and the Canada/U.S. trade agreement.
- Represented Manitoba at the Continuing Committee on Trade Negotiations (CCTN).
- Prepared notes and policy statements on Manitoba's position concerning regional development.
- Undertook policy analysis of private sector proposals involving or requesting government support.
- Continued analysis of strategic issues relevant to the service sector.

B. Program Assessment and Program Development

- Undertook evaluations of the federal government's Industrial and Regional Development Program (IRDP).
- Provided analysis concerning the federal government's anticipated western diversification initiative.
- Assisted in discussions concerning ERDA sub-agreements.
- Undertook preliminary studies to refine project appraisal guidelines with respect to incremental impacts on health and education expenditures.

C. Strategic Planning Support

- Coordinated interdepartmental monitoring of significant strategic developments, focusing primarily on micro and sectoral developments.
- Prepared and updated economic overview material, focusing primarily on the development of longer term strategies.
- Organized the Department's strategic planning process.
- Coordinated the development of strategic program overviews for the Department.
- Funded strategic studies.
- Prepared a list of major capital projects currently underway or planned in Manitoba.
- Assessed relative taxation and business costs in Manitoba and other provinces.
- Assessed the factors influencing business location.

D. Inter-Agency Coordination

- Represented the Department on interdepartmental committees with respect to native women and economic development, the financial sector, land use and gerontology.
- Represented the province on intergovernmental committees concerning inter-provincial trade barriers and regional development.
- Exercised lead responsibility for provincial input into applications to Investment Canada and commented on numerous applications which were of concern to Manitoba.
- Funded and coordinated access by departments to strategic studies.
- Undertook certain coordination and support responsibilities for Cabinet and its committees.
- Provided coordination with respect to the federal-provincial Economic and Regional Development Agreement and related sub-agreements.

E. Executive Support and Response Coordination

- Prepared speaking and briefing notes for the use of Ministers at a wide variety of intergovernmental meetings and meetings with the private sector.
- Assembled the Minister's Briefing Book for use in the Legislative Assembly.
- Assembled the Supplementary Information for Legislative Review for the upcoming fiscal year's Estimates.

Corporate and Community Relations Branch

This branch provides communications support and makes public information recommendations for the effective delivery of department programs and services.

Communications efforts are accomplished through the use of:

- Printed literature (brochures, pamphlets and reports)
- Advertising
- Trade Shows (exhibits and displays)
- Public Relations (news releases, speech writing)
- Audio-Visual material
- Special events coordination (plant openings, conferences, seminars)

Activities

The branch produced several brochures and reports during fiscal 1986-87 including:

- Industrial Technology Centre
- Canadian Food Products Development Centre
- Technology Division — Information Kit
- Business Library Services
- Business Immigration
- Manitoba Research Council Annual Report
- Manitoba Industry, Trade and Technology Annual Report

The branch produced all advertising, printed literature and public relations requirements for Jobs Fund programs including:

- Development Agreements
- InfoTech
- Technology Commercialization
- Job Training for Tomorrow
- Manitoba Employment Cooperative Program
- Manufacturing Adaptation
- Recognition
- Venture Capital
- Workplace Innovation Centre

The branch continued to produce targeted industry sector advertisements jointly with Manitoba firms to promote the sale of Manitoba goods and services in out-of-province markets. A series of articles promoting 15 Manitoba agricultural equipment and component manufacturers was produced and published in a leading U.S. trade magazine. Other sectors promoted included food products, industrial equipment, building products and information technology industries. Trade journals and exhibition directories were the most common media utilized.

The branch coordinated the Awards reception for the third annual Manitoba Export Awards program recognizing outstanding export performance and achievement. Award winners for 1986-87 were Winpak Ltd. and Export Packers Company Ltd.

Exhibits and displays were produced for the following trade shows (April 1986-March 1987):

- Canadian High Technology Exhibition — Ottawa, Ontario
- World Med '86 — St. Paul, Minnesota
- Montreal International Software Market — Montreal, Quebec
- Agri-Component Exposition — Des Moines, Iowa
- Western Canada Farm Progress — Regina, Saskatchewan
- Australian Agricultural Equipment Field Days — Gunnedah, New South Wales and Dowerin, West Australia
- Food Pacific '86 — Vancouver, British Columbia
- Alberta Restaurant and Food Services Exhibition — Edmonton, Alberta
- Grocery Showcase '86 — Toronto, Ontario
- Agri-Trade '86 — Red Deer, Alberta
- Canadian International Farm Equipment Show — Toronto, Ontario
- Northwest Lumbermens Convention — Minneapolis, Minnesota
- Farm Store Merchandising — St. Louis, Missouri
- Kansas Farm Show — Kansas City, Missouri
- Opportunities Canada Convention — Toronto, Ontario
- World Business Showcase, Expo '86 — Vancouver, British Columbia

Financial and Administrative Services

The Financial and Administrative Services Branch provides administrative and support services to the Departments of Industry, Trade and Technology and Business Development and Tourism.

Financial and Administrative Services provides specialized functions and support to both departments in accordance with government policy and regulatory procedures set out by central agencies within the provincial administration.

Activities

The main administrative functions are financial, management and accounting; personnel; word processing/office automation; motor vehicle administration; stock control; central registry and filing; central photocopying, and the business library. Staffing levels within the branch have remained fixed over the past several years and have not increased with the need to respond to two executive organizations.

Financial management and accounting met regulatory obligations with respect to expenditures, revenues and shared cost agreements. The accounting section processed approximately 15,000 payments to suppliers and government departments during the year. The personnel office processed documentation and payroll requirements for approximately 300 employees in both departments. The Word Processing Centre provided a full range of word processing services, as well as software, equipment and central system maintenance functions. Liaison is maintained with other government departments and corporations to ensure access to policies, procedures and other information pertinent to the office automation functions which they perform. The branch administered a fleet of 43 vehicles for the two departments. Travel control, central registry, filing, and central photocopying carried out substantial workloads for both departments during the year.

Business Library

The Business Library serves Manitoba Industry, Trade and Technology and Business Development and Tourism, other government departments and agencies, as well as the academic and business community at large. Multi-media collections consist of separate Reference and Government Document Units, significant serial and monograph collections, access to more than 500 databases, as well as promotional literature and audio-visual materials.

Collections

The Reference Unit contains an extensive collection of Canadian, U.S. and international directories for business disciplines. Unique to the Business Library is a collection of company annual reports for major Canadian and United States corporations. Telephone and postal code directories for major cities in Canada and the American midwest are maintained here, as well as map and atlas holdings.

Government Documents holdings include the Consolidated Statutes of Manitoba, Legislative papers for the current session and departmental and agency annual reports of the Manitoba government. Selected holdings of federal annual reports are also found in this unit, alongside the federal Hansard.

The Serials Collection of three to four hundred titles represent specific industrial and business subjects, including Harvard Business Review, Canadian Business, Fortune and The Economist. The Business Library receives the Winnipeg dailies as well as the financial newspapers of Canada.

The Book Collection holds more than 17,000 catalogued items including subject monographs, reports, studies, cassettes and kits in the areas of business management, human resource literature, economics, marketing, applied technology, international trade, tourism, taxation, small business and renewable resources.

Data Bases

The material resources of the Business Library are supplemented by several on-line interactive database systems. Current subscriptions include DIALOG, CAN/OLE, BRS, INFOGLOBE and HANSARD on-line. The DIALOG system provides multiple access (i.e. author, title, subject) to more than 300 databases. Subject coverage is universal and includes science, technology, chemistry, medicine, engineering, social sciences, business, economics and current events. CAN/OLE provides a Canadian gateway to 36 databases of scientific and technical documentation. BRS like DIALOG, is essentially an American database system with documentation in sciences and medicine, business and finance, reference, education, the social sciences and humanities. INFOGLOBE provides editorial content from the Globe and Mail newspaper and Report on Business. HANSARD on-line is supplied from Manitoba Data Services and provides full text indexing to the three most recent sessions of the Manitoba Legislature's Debates and Proceedings.

Activities

The Business Library provides information support services to administrative and professional staff through the selection, acquisition, organization and dissemination of timely business information. To the academic and public community, it provides a valuable resource for business and market research that would not be otherwise accessible within reasonable cost.

In 1986-87 a review of the Reference Unit was conducted to update important reference works, and remove low usage and obsolete materials.

A subscription agent was contracted to administer expiries and renewals for the Serials Collection.

An in-house database was developed to record all library holdings and perform automatic cataloguing procedures.

An audio-visual presentation and service brochure were produced to acquaint all publics with Business Library programs and services.

A **Selected Acquisition List** of new titles annotated was circulated bi-monthly.

Business Library Newsletter and **Soundview Executive Book Summary** were circulated to departmental professional staff.

Associated Agencies

The Manitoba Research Council

Working closely with industry, government and universities, the Manitoba Research Council (MRC) plays a lead role in encouraging and facilitating scientific research and technological development.

The MRC, an agency of the Province of Manitoba, also advises the government on developments in new technologies as they relate to the social and economic prospects of the province.

The MRC has three divisions: the Canadian Food Products Development Centre (CFPDC) in Portage la Prairie, the Industrial Technology Centre (ITC) in Winnipeg, and the Administration Division located in downtown Winnipeg.

Through the Canadian Food Products Development Centre and the Industrial Technology Centre, the MRC assists industry in the development and implementation of technology. CFPDC specializes in the development and testing of food, feed and beverage products, and ITC provides all other product development and testing services to industry.

MRC's Administration Division provides support services to the two operating divisions and to the Council.

The Manitoba Research Council, as an associated agency of the Department of Industry, Trade and Technology, now tables their annual report under separate cover with the Manitoba Legislature.

Manitoba Trading Corporation

The Manitoba Trading Corporation was established in 1974 by Legislation as a successor to The Manitoba Export Corporation which was established in 1963. The Corporation was provided with $500,000 in working capital when needed to carry out export business transactions and finance exports on a short-term basis. The Corporation is administered by the Trade Branch of the Department of Industry, Trade and Technology and reports to a Board of Directors. The Corporation had no operating budget or permanent staff in 1986/87.

Activities

The Corporation remained dormant in accordance with the previously established government policy that the Corporation would not be directly involved in any export transactions such as buying and selling of goods. Manitoba industry is supported by an active Trade Branch export development program (see Trade Branch report). The Corporation's Act has been maintained and the Board of Directors held three meetings, mainly related to housekeeping functions.

Honorable Vic Schroeder
Minister of Industry, Trade and Technology
Room 358 Legislative Building
Winnipeg, Manitoba
R3C 0V8

Dear Mr. Schroeder:

It is my pleasure to submit the Annual Report of the Manitoba Trading Corporation for the fiscal year ended March 31, 1987, as required by Section 15 of the Manitoba Trading Corporation Act.

Respectfully submitted,

H.G. Eliasson
Vice-Chairperson

Manitoba

The Manitoba Trading Corporation

Report of the Provincial Auditor's Office

We have examined the financial statements, being Exhibits A and B, of The Manitoba Trading Corporation for the fiscal year ended March 31, 1987. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Corporation as at March 31, 1987 and the results of its operations for the year then ended in accordance with the accounting policy stated in note 2 to the financial statements applied on a basis consistent with that of the preceding year.

July 13, 1987,
Winnipeg, Manitoba.

J.W. Singleton, CA,
Assistant Provincial Auditor.

Exhibit A

The Manitoba Trading Corporation

Balance Sheet

as at March 31, 1987
(with 1986 figures for comparison)

	1987	1986
ASSETS		
Cash on deposit with Minister of Finance	$ 505,365	$ 505,365
LIABILITIES		
Advances from the Government of the Province of Manitoba for working capital	$ 500,000	$ 500,000
Funds available for future operations:		
Balance at beginning of year	5,365	3,912
Revenue over expenditure, Exhibit B	—	1,453
Balance at end of year	5,365	5,365
	$ 505,365	$ 505,365

Exhibit B

The Manitoba Trading Corporation

Statement of Revenue and Expenditure

for the year ended March 31, 1987
(with 1986 figures for comparison)

	1987	1986
Revenue:		
Interest on overdue accounts receivable	$ —	$ 217
Recovery of expenditures relating to small shipments seminar	—	580
Gain on collection of account receivable	—	1,201
	—	1,998
Expenditure:		
Food and beverage service — Small shipments seminar	—	545
Revenue over expenditure, Exhibit A	$ —	$ 1,453

The Manitoba Trading Corporation

Notes to Financial Statements

as at March 31, 1987

1. Administrative expenditures are funded from an appropriation of the Department of Industry, Trade and Technology.
2. The accrual basis of accounting is used in the preparation of these financial statements, except for interest on accounts receivable which is recorded on a cash basis.

Financial Information

Industry, Trade and Technology

Summary of Grants Paid

1986-87 Fiscal Year

1.	Industry Incentive Grants		$ 117,306.84
2.	Trade Incentive Grants		108,257.32
3.	Manitoba Research Council		2,781,733.76
4.	Jobs Fund Projects		
	A. Graduate Scholarship Program	112,124.91	
	B. Strategic Research Support	333,173.00	
	C. Technology Commercialization Program	930,995.58	
	D. Technology Discovery Program	20,600.00	
	E. New Flyer Industries Training Program	371,994.74	
	Total Jobs Fund Projects		1,768,888.23
5.	Other Grants		3,300.00
	Total for Department		$4,779,486.15

Industry, Trade and Technology

Grants Paid

1986-87 Fiscal Year

1. Industry Incentive Grants Paid

Collins Group Inc.	$ 4,679.78
Otto Bock Orthopedic Industries	1,375.00
Leonard Industries Inc.	3,250.00
Finmac Lumber Ltd.	32,479.70
Electronics Industry Association of Manitoba	10,000.00
Manitoba Light Aircraft Project	1,749.18
Bonar Plastic Western	2,800.00
Shur-Lift Industries Ltd.	5,000.00
Pulse Engineering Ltd.	10,000.00
Fripp Fibre Forms Inc.	4,400.00
Comcheq Services Ltd.	2,500.00
Behlen Industries Ltd.	20,748.18
Great White North Brewery	1,500.00
Northern Goose Processors	4,000.00
Maxim Computer Systems	2,500.00
G.G. Cargo Trailer Industries	5,425.00
Great West Heating	900.00
Kleyson Transport Ltd.	4,000.00
	$ 117,306.84

2. Trade Incentive Grants Paid

Prairie Implement Manufacturers Association	$ 1,500.00
AJP Engineering Services	344.25
Gaboury Associates	344.25
Manitoba Hydro	1,014.08
Tony Berezowecki	316.00
ID Engineering Canada	967.17
Canadian Agrotic Ltd.	408.30
Mulder Construction & Associates	372.30
Central Canadian Structures	385.20
UMA Engineering Ltd.	1,002.28
Fred Smith	274.85
McKelvie International	987.38
MTX Telecom Services Inc.	409.30
West-Can Inspection Ltd.	314.80
Teshmont Consultants Inc.	345.58
A.J. Poetker & Associates	341.10
Smith Carter Partners	381.88
Solmundson Engineering	418.25
Laventhol & Horwath	419.82
Franklin Enterprises Ltd.	626.00
Spiroll Kipp Kelly	626.00
Guertin Bros. Coatings	626.00
Bristol Aerospace Ltd.	717.15
Canadian Bronze Co. Ltd.	518.65
Westland Steel Products	503.35
Abex Industries Ltd.	627.35
Custom Castings Ltd.	509.37
Touche Ross Mgt. Consultants	765.56
G.I. Enterprises	149.32
Competition Mfg. Ltd.	1,061.84

Emerson South Agronomics	455.15
Winn-O-Bar	39.00
Vana Industries Ltd.	2,644.00
Westfield Industries Ltd.	3,000.00
Loewen Manufacturing Company	3,000.00
Misty Sprayer	1,711.70
Uniflyte Co. Ltd.	144.10
City Magazine	139.60
Winnipeg Film Group	1,016.50
Golden Gong Ltd.	535.57
Wonder Sport Inc.	1,889.37
C & J Jones Ltd.	881.33
Discovery Furniture Ltd.	3,990.00
Stars By Susan Stern	1,448.15
Klara Piko Designers Ltd.	2,531.56
Lilith Publicating Industries	175.00
Patient Puppets Inc.	746.41
Siltex Ltd.	621.20
Hyperion Press Ltd.	231.55
Turnstone Press	704.70
Calpino Woodworking Ltd.	1,843.00
Trace Design Co. Ltd.	959.18
Fire and Smoke Stop Products	1,227.90
Cantech Scientific Ltd.	659.05
Triple J Custom 83 Ltd.	277.61
Wee Gwas Printing Inc.	1,450.00
Finn Woodworks Ltd.	2,968.56
Solv-X Inventions Ltd.	2,389.43
Westman Plastics Ltd.	490.00
Kindred Press	416.03
Modular 5 Mfg. Ltd.	2,000.00
Draft Enterprises Ltd.	1,346.45
Hollow Water Development	1,402.81
Valmar Airflo Inc.	2,472.65
Westnofa of Canada Ltd.	2,889.00
Glenn Herbert	1,503.75
J.J. Fabric Forms	535.15
Independent Chassis	582.24
Millennium Beeswax Candles	598.37
PRM Inc.	2,127.07
Promo-Wear	832.25
Elizabeth Warbansky Ukrainian Arts & Crafts	534.90
Darus Industries Canada	1,453.89
Naleway Foods Ltd.	662.23
Virginia's Pure Handmade Crafts	1,155.49
Peguis Publishers Ltd.	139.40
Super Wave Inc.	591.60
AJL Holdings Ltd.	389.27
Integrated Engineering	336.23
Discovery Canada Merchants	3,985.54
Midland Manufacturing	533.00
L & M Radiator Ltd.	3,957.50
Les Editions du Ble	416.50

Forum Industries	674.30
Regal Furniture Mfg. Ltd.	2,000.00
MWG Apparel Corporation	1,057.50
Canada West Shoe Manufacturers	966.79
Jodale Perry Corporation	913.98
Excel Ventures Inc.	352.00
Challenger Sportswear	2,332.32
Manitoba Cal Consortium	194.85
AG Shield Mfg.	387.30
Crystal Spring Hog Equipment	1,239.05
HIR International Ltd.	1,117.50
Funtex Games Inc.	588.27
Merrycourt	515.00
Natura Brands Health Foods	605.94
Great West Van Conversion	144.83
PFM Pro-Fit Marketing	469.37
Mark T. Ross	1,000.00
Bonar Plastics Western	415.00
Embassy Furniture Mfg.	2,000.00
Farm King Allied Inc.	2,500.00
Sun Valley Properties	2,475.00
	$ 108,257.32

3.	Manitoba Research Council	$2,781,733.76
4.	Jobs Fund Projects	
	A. Graduate Scholarship Program	
	Sheryl E. Betkar	$ 34,499.97
	Elaine M. Kendall	11,499.99
	Robert A. Allen	19,166.65
	Christopher G. Green	3,833.33
	Grant A. Rigby	8,625.00
	Robert A. Allan	22,999.98
	David L. Woytowich	11,499.99
		$ 112,124.91
	B. Strategic Research Support	
	ID Systems Ltd.	$ 45,907.00
	University of Manitoba	162,908.00
	Industrial Technology Centre	45,358.00
	Canadian Food Products Dev. Centre	47,500.00
	Keystone Enterprises Ltd.	24,000.00
	Industrial Application of Microelectronics	7,500.00
		$ 333,173.00

Industry Trade and Technology

Grants Paid

1986-87 Fiscal Year

C. Technology Commercialization Projects	
K & S Tool and Die Ltd.	$ 30,000.00
Ambutech Inc.	43,411.00
University of Manitoba	84,665.00
Cad Systems Inc.	131,882.40
GG Cargo Trailer Industries	14,379.94
Cirlog Corporation	4,425.00
Electro Trac Circuits	8,486.75
Fort Garry Industries	45,054.21
Hi-Tech Fibre	20,000.00
Integrated Engineering	19,543.34
G & S Militano Holdings	3,750.00
Norlus Inc.	42,999.50
PRT Mfg. Co-op Ltd.	3,707.37
Quantic Laboratories Inc.	5,250.00
Rescom Ventures Inc.	10,170.28
Robbco Ltd.	3,388.50
Robonics International	192,365.93
Sub-Rosa Inc.	24,560.94
Symbolic Computers Products	7,767.27
Tai Foods	25,364.26
Telnet Inc.	20,000.00
Triton Equipment Inc.	15,265.00
Angle Combine Inc.	2,665.97
Technical Products International	5,842.92
132457 Canada Ltd.	12,050.00
Brian Chorney Enterprises	4,000.00
Almicro Electronics Industries	150,000.00
	$ 930,995.58
D. Technology Discovery Program	
Industrial Application of Microelectronics	$ 14,000.00
University of Manitoba	5,300.00
Artificial Intelligence Society of Manitoba	1,000.00
University of Manitoba	300.00
	$ 20,600.00
E. New Flyer Industries Training Program	
Manitoba Development Corporation	$ 371,994.74
Total Jobs Fund Projects	$1,768,888.23
5. Other Grants	
Assiniboine Community College (Bursary)	$ 300.00
Manitoba School Science Symposium	1,000.00
Northern Manitoba Regional Science Fair	1,000.00
Western Manitoba Science Fair	1,000.00
	$ 3,300.00

Revenue and Expenditure Summary

Industry, Trade and Technology

Actual Revenue Comparions

Fiscal year 1986-87 vs fiscal year 1985-86

Revenue Account Name	Revenue Source	1986-87 Actual Revenue	1985-86 Actual Revenue	Variance Over (Under)	Explanation Number
Miscellaneous Revenue	Sundry	$118,220.	$129,900.	$(11,700.)	1.
Government of Canada	Canada-Manitoba Economic Development Planning Agreement	107,500.	15,900.	91,600.	2.
Department Total		$225,700.	$145,800.	$ 79,900.	

1. Non-recurring Revenue of $72,200 from Economic Conference in 1985-86.
2. Accelerated delivery of Federal-Provincial Planning Agreement realized increased Revenue.

Industry, Trade and Technology

Budgeted vs Actual Revenue Comparison

Fiscal year 1986-87

Revenue Account Name	Revenue Source	1986-87 Estimated Revenue	1986-87 Actual Revenue	Variance Over (Under)	Explanation Number
Miscellaneous Revenue	Sundry	$ 25,000.	$118,200	$ 93,200.	1.
Government of Canada	Canada-Manitoba Economic Development Planning Agreement	200,000.	107,500	(92,500.)	2.
Department Total		$225,000.	$225,700.	$ 700.	

1. Unbudgeted Revenue received for salaries of employees seconded to Manitoba Telephone System.
2. Projects postponed or cancelled, resulting in reduced Expenditures and Revenues.

Industry, Trade and Technology

Summary Expenditure Budget Information

Printed Vote Fiscal Year 1985-86		Organization Unit	Printed Vote Fiscal Year 1986-87		
S.Y.'s	$'s		S.Y.'s	$'s	
4.26	$ 233,300.	Executive Support	4.26	$ 235,900.	
16.00	1,171,000.	Strategic Planning	16.00	1,139,300.	(1)
3.00	362,700.	Communications	3.00	334,400.	
22.13	803,000.	Financial and Administrative Services	23.13(2)	800,400.	
2.00	77,300.	Administration — Industry and Trade	2.00	82,800.	
19.00	1,296,600.	Industry	19.00	1,357,800.	(3)
14.00	1,093,200.	Trade	14.00	1,081,800.	
2.00	223,200.	Health Industry Development Initiative	2.00	223,700.	
7.00	363,500.	Technology	7.00	335,900.	
3.00	168,400.	Information Technology	3.00	170,300.	
36.00	3,076,000.	Grant Assistance — Manitoba Research Council	36.00	3,057,000.	
—	500,000.	Canada-Manitoba Economic Development Planning Agreement	—	500,000.	
128.39	$9,368,200.	Department Total	129.39	$9,319,300.	

Explanations

1. Studies deferred or cancelled.
2. New position established for Administrative secretarial support.
3. Increased support for Hong Kong office.

Industry, Trade and Technology

Budgeted vs Actual Expenditure Comparison

Fiscal year 1986-87

Organization Unit	1986-87 Staff Years	1986-87 Printed Vote	Transfers	1986-87 Adjusted Vote	1986-87 Actual Expenditures	Encumbered Unexpended	Balance Unexpended
Executive Support	4.26	$ 235,900.	$ 116,500.	$ 352,400.	$ 350,000.		$ 2,400.
Strategic Planning	16.00	1,139,300.	(121,500.)	1,017,800.	943,200.	56,400.	18,200.(1)
Communications	3.00	334,400.		334,400.	333,300.		1,100.
Financial and Administrative Services	23.13	800,400.	5,000.	805,400.	742,700.		62,700.(1)
Administration — Industry and Trade	2.00	82,000.	12,000.	94,800.	94,800.		—
Industry	19.00	1,357,800.	(1,800.)	1,356,000.	1,354,800.		1,200.
Trade	14.00	1,081,800.	(10,200.)	1,071,600.	1,064,400.		7,200.
Health Industry Development Initiative	2.00	223,700.		223,700.	218,000.		5,700.
Technology	7.00	335,900.	4,800.	340,700.	318,700.	20,000.	2,000.
Information Technology	3.00	170,300.	(4,800.)	165,500.	164,400.		1,100.
Grant Assistance — Manitoba Research Council	36.00	3,057,000.		3,057,000.	2,957,000.	100,000.	—
Canada-Manitoba Economic Development Plan. Agree.	—	500,000.	—	500,000.	235,300.	30,000.	234,700.(2)
Department Total	129.39	$9,319,300.	—	$9,319,300.	$8,776,600.	$206,400.	$336,300.

Explanations

1. Staff vacancies.
2. Studies deferred or cancelled.

Industry, Trade and Technology

Actual Expenditure Comparison

Fiscal year 1986-87 vs fiscal year 1985-86

Organization Unit	1986-87 Actual Expended	1985-86 Actual Expended	Variance Over (under)	Explanation No.
Executive Support	$ 350,000.	$ 359,200.	$(9,200.)	
Strategic Planning	943,200.	1,036,400.	(93,200.)	1.
Communications	333,300.	350,000.	(16,700.)	2.
Financial and Administrative Services	742,700.	789,300.	(46,600.)	3.
Administration — Industry and Trade	94,800.	81,500.	13,300.	4.
Industry	1,354,800.	1,428,600.	(73,800.)	5.
Trade	1,064,400.	973,100.	91,300.	6.
Health Industry Development Initiative	218,000.	—	218,000.	7.
Technology	318,700.	334,100.	(15,400.)	3.
Information Technology	164,400.	107,200.	57,200.	8.
Grant Assistance — Manitoba Research Council	2,957,000.	3,063,800.	(106,800.)	9.
Canada-Manitoba Economic Development Planning Agreement	235,300.	65,200.	170,100.	10.
Departmental Total	$8,776,600.	$8,588,400.	$188,200.	

Explanations

1. *Decreased value of contracts awarded to external consultants.*
2. *Reduction of publications respecting departmental programs.*
3. *Reduced salaries due to staff vacancies and turnover.*
4. *Increased travel and related costs.*
5. *Reduction of cost-shared agreements with industry.*
6. *Increased travel and cost-shared support to industry.*
7. *New Initiative.*
8. *Full year costs realized in 1986-87.*
9. *Reflects declining financial support required.*
10. *Previously deferred and new studies implemented.*

Industry, Trade and Technology

Departmental Staffing Analysis

Fiscal year 1986-87

Executive Support

Minister — Hon. V. Schroeder
Deputy Minister — E.J. Robertson
1 Executive Assistant
2 Administrative Secretaries

Administration — Industry and Trade

Assistant Deputy Minister — H.G. Eliasson
1 Administrative Secretary

Strategic Planning and Economic Development

Assistant Deputy Minister — R.J. Adams
12 Economic Research Analysts
3 Clerical and Secretarial Support

Corporate and Community Relations

Acting Director — T.W. Lewycky
2 Media Specialists

Financial and Administrative Services

Director — W.J. Kinnear
3 Accountants
2 Payroll/Personnel Clerks
1 Personnel Officer
1 Internal Auditor
2 Librarians
6 Word Processors/Administrative Secretaries
7 Clerical Support

Industry Branch

Director — R.H. McLeod
5 Administrative Secretaries
13 Industrial Development Officers

Trade Branch

Director — D.H. Cleve
5 Clerical and Secretarial Support
8 Trade Development Officers

Health Industry Development Initiative

Assistant Deputy Minister — I.H. Blicq
Director — R.A. Ebbeling

Technology Division

Executive Director — Dr. J.K. Reichert
4 Technology Consultants
2 Clerical and Secretarial Support

Information Technology Industry Development

Executive Director — E. Gonzalez
2 Consultants

The Manitoba Research Council

Executive Director — E.O. Nyborg

The Manitoba Research Council staff complement varies between 85 and 100, based on the value of revenue generating contracts on hand. During 1986-87, 36 staff were supported by the grant from the Department of Industry, Trade and Technology, while the remainder were supported from revenues generated from negotiated contracts.